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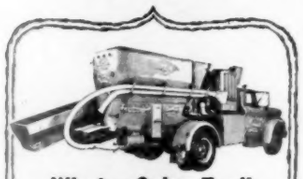

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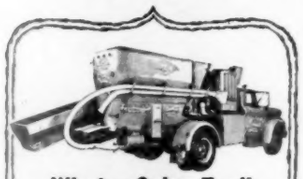

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ON-FARM FEED

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in communities where there is quite a bit of farm mix-mill operation? Many are looking for ways to meet or continue to meet this type of competition. Better service, lower costs and new ways to help farmers are some of the things mentioned.

One local feed manufacturer and mill operator said that he would like to sell more complete feeds to poultry producers but that he cannot sell it to most producers who have mix-mills. So, he says, he sells them a supplement and is pleased to have that business. Situations vary, of course. "We've got a lot of customers for our complete poultry feed," the feed man said, "but we want that supplement business from operators of farm mix-mills, too."

I found many instances were feed mills are now selling supplement to feeders who have farm mix-mills, and some sell a good deal of grain, too. And, of course, many local dealer-mills as well as feed manufacturers continue to mix or make large volumes of complete feed.

Not one feed man with whom I visited on this trip was seriously concerned about the volume of farm feed manufacturing or even just mixing.

"We're busy and doing well," the good feed operators said. "So are our farmer customers. What's wrong with that?"

One midwestern dealer and mill operator told of a farmer who bought a mix-mill two years ago. The farmer operated it for a year and a half. Then he had trouble with his hired man. He couldn't replace the man right away, so he let the local mill grind and mix for him. He's been a customer of the mill ever since and is satisfied with the results. For one thing, he said he finds now that he does not need a hired man at all. "Ma and I can handle the rest of the work if the feed man takes care of the feed supply," the farmer commented.

Needless to say, the farm mix-mill situation varies in different areas, and it varies in different communities, and it varies among the types of persons to whom it is attractive.

There are many cost and other factors involved, but, in addition, this is a convenience age, and many farmers still like the convenience of the service provided by the local feed man. It would be difficult to change them. It also would be difficult to change some farmers who want to make their operations into as complete agricultural factories as they can.

At this point, there seems to be quite a bit of room for both types of operations, and no doubt there will continue to be many individual situations which will not be altered by general discussions of the subject. It will take close analysis to effect changes in some instances. And many feed men, as well as farmers, will have to develop and have better facts and figures on this whole subject.

Most of the foregoing discussion, it should be noted, deals primarily with situations as they exist in parts of the midwest, including conventional feed operations and conventional farm operations. With little exception, it does not deal with large integrated poultry or other operations, for example.

Family Day Planned

COLUMBUS, OHIO—The Columbus Feed Club's second annual Family Day and Outing for members, their family and friends will be held Sept. 8 at W.R.F.D. Picnic Park beginning at 4 p.m.

There will be children's games and contests as well as contests for ladies and men with prizes for all winners. There will be door prizes for ladies, and every child will receive a gift. A pit-barbecue chicken dinner will be served at 5:30 p.m.

Cost is $1 for adults and 50¢ for children 12 years and under. The committee has asked members to mail reservation cards by August 30 and to be sure to list ages of children. Clyde Keathley is chairman of the committee. Members are Chuck Gooding and George Pope.

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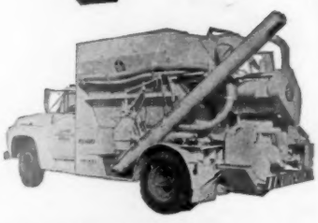

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Union Iron Works Sold To Decatur Combine

DECATUR, ILL.—Negotiations have been completed for the acquisition of Union Iron Works, Decatur, Ill., and its affiliate, Beall Improvements Co., by a combine of two Decatur firms, Superior Welding Co., Inc., and Sol Tick & Co., Inc., according to an announcement by Purvis Tabor, president of Tabor & Co., Decatur investment banking firm which handled negotiations.

Union Iron Works manufactures and distributes conveying and elevating equipment, power transmissions, corn shellers, grain cleaners, accessories and component parts, principally for the grain and feed industries. It also operates a grey iron foundry. The Beall firm is a sales organization operated in conjunction with Union.

The new owners have agreed to purchase 100% of the stock and will jointly manage the Union firm as an independent corporation. The new owners have announced that they plan to expand Union's sales and improve operations to effect further growth of the firm.

Union Iron Works was founded in 1864 by James B. Millikin and C. C. Burrows as an iron castings company. The first grain product the company produced was a corn sheller designed by James Beall in 1872. Union still manufactures a corn sheller of a similar type as Beall's original unit. The firm was incorporated in 1884 with Mr. Millikin and Caleb Burrows, a brother of C. C. Burrows, in charge of operations.

Superior Welding Co. fabricates and erects custom precision equipment from high grade metals. Superior also operates Division Steel and Alloy Supply Co., a subsidiary steel warehousing firm in Decatur.

Sol Tick & Co. is a prominent scrap dealer in the Decatur area which specializes in supplying foundries and steel mills with scrap iron and metals. It has extensive holdings in real estate as well as industrial warehouses in the Decatur area.

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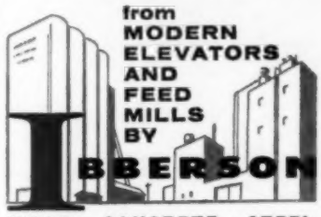

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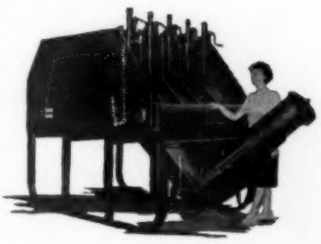

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Ogilvie Mills Reports Increase in Earnings

MONTREAL—Ogilvie Flour Mills, Ltd., has announced net earnings of $2,071,000 for the fiscal year ending Aug. 31, 1962. This compares to $2,043,000 for the previous year. Earnings from operations were up $546,000 to $2,466,000. Investment income dropped from $1,159,000 to $917,000.

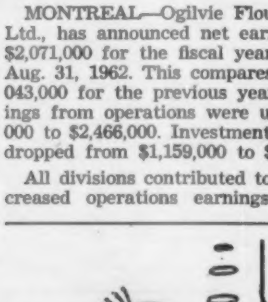
All divisions contributed to the increased operations earnings except the export division, which, in common with the industry as a whole, suffered from a substantial loss of volume.

Net capital expenditures for the year amounted to $698,000. Appropriation for depreciation of buildings and machinery was $768,000. Investment in subsidiary companies increased $450,000 and other investments and mortgages increased $419,000. Debentures of the company and a subsidiary, amounting to $875,000, were retired during the year.

Working capital was reduced $930,000 and now stands at $14,645,000. Dividends declared on the common stock amounted to $2.40 per share, consisting of the regular dividend of $2 plus an extra 40¢.

Ogilvie recently formed a subsidiary which bought Edmonton Produce Co., whose poultry and egg processing plant is at Edmonton, Alta. "This plant will provide a service to our poultry feed customers in the marketing of their products and, in so doing, will assist in the further development of our feed business in Alberta," the parent firm said.

Ogilvie expects sales of its feeds to be about the same as last year, with increased sales in eastern Canada but a decline in the West as a result of a large crop and higher than usual percentage of low grade grains which are expected to partially replace balanced rations.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Sunday School Teacher: "And why did Noah take two of each kind of animal into the ark?"

Bright child: "Because he didn't believe the story about the stork."

◆ ◆ ◆

An automobile agency in New York City was proudly displaying its most expensive car. It had been placed in the corner of the showroom so that it would appear to its greatest advantage.

A prosperous-looking gentleman walked into the showroom, made out a check and announced, "I want that car in the corner."

"Do you want to drive it home or should we deliver it?" inquired the salesman.

"Just leave it where it is," was the reply. "I'll never find such a fine parking space for it again."

◆ ◆ ◆

"Sweet Adeline" is the bottle hymn of the republic.

◆ ◆ ◆

The little girl went to church for the first time. Afterward, the minister asked her how she enjoyed the service.

"Well," she said, "I thought the music was very nice, but your commercial was too long."

◆ ◆ ◆

Lady Customer: "I want a birthday present for my husband."

Floorwalker: "How long have you been married, madam?"

Lady Customer: "Twelve years."

Floorwalker: "Bargain basement is on the left."

◆ ◆ ◆

"He drove straight to his goal." said the political orator. "He looked neither to the right nor to the left, but pressed forward, moved by a definite purpose. Neither friend nor foe could delay him nor turn him from his course. All who crossed his path did so at their own peril. What would you call such a man?"

"A taxi driver," shouted someone from the audience.

◆ ◆ ◆

The guy who figured out how to get 25,000 units of vitamin A in one tiny capsule must have been a bus driver.

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Survey Shows That Housewives in Oregon Prefer Oregon Broilers

PORTLAND — Oregon housewives prefer Oregon-grown broilers, a survey just completed by the Oregon Fryer Commission showed.

In 12 stores in the metropolitan area, broilers as nearly alike as possible were each labeled "Grown in Arkansas" or "Grown in Oregon." In each store there were four bins of broilers side by side. The broilers in two of the bins carried the Oregon-grown label on whole and cut-up birds. The other two bins carried whole and cut-up birds with Arkansas labels.

In six of the stores the Oregon broilers were priced at 2¢ lb. above the Arkansas broilers. In the other six stores the prices were the same for both types of birds. Records were kept on the number of broilers sold in each class each day. After two weeks colored posters promoting Oregon-grown broilers were put in three of the stores with the 2¢ lb. higher price, and also in three of the stores with no premium price for Oregon broilers.

Results indicated that during the test period prior to the week of promotion in the six stores with a 2¢ premium for Oregon broilers, 54% of the broilers purchased were Oregon produced. But in stores where no premium was charged, 58% of the broilers purchased carried the Oregon label. After the week of in-store promotion, it was found that in the stores with promotion and the 2¢ premium price, 55% of the broilers sold were Oregon-grown. In the stores with no promotion, but with the premium price of 2¢ lb., 52% of the broilers sold were Oregon-grown.

The largest increase in sales accompanying the promotion occurred in the stores selling Oregon and Arkansas broilers at the same price. In these stores 68% of the broilers sold were Oregon labeled. This was considerably higher than in the stores with no premium and no promotion where 55% of the broilers sold were Oregon-grown.

The study indicated that Oregon-labeled broilers were preferred over broilers with Arkansas labels, even when a 2¢ lb. premium was charged. Still more preference was shown when no premium was charged for Oregon broilers. The most favorable arrangement to sell Oregon broilers was to have in-store promotion and no premium.

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MOO--ORE NEWS IN FEEDSTUFFS

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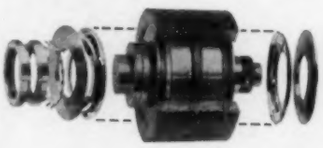

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Summaries of Selected Papers on Beef Cattle, Sheep and Swine ....Dec. 8—p 6; Dec. 15—p 6; Dec. 22—p 10
Swine Research Reports ....Dec. 1—p 16

ENERGY VALUES

(Continued from page 34)

diet will be 5 Cal. per pound of feed for every 1% of fat in the diet. Such an error is too small to be of practical significance in diets containing up to 5% of added fat.

Conclusions

In conclusion it is recommended that persons concerned with the formulation of poultry diets should measure the dry matter contents of all ingredients before assessing their M.E. content. It is further advised that, when following dietary recommendations based on calculated M.E. data, the feed formulator use identical M.E. data in his calculations. Finally, with regard to fats, it has been found that an assumed M.E. value of 3,500 Cal. per pound is suitable for all practical purposes when the diets contain up to 5% of added fat.

DAIRY FEEDING

(Continued from page 64)

At Norwich, a former custom mill was converted into a large farm and garden store located several blocks from the feed plant. This store handles such items as roofing, fencing, lawn mowers, garden tillers, charcoal briquets, fiberglass panels, shrubbery, cedar posts, peat moss, paints, oil and grease, pipe fittings, farm hardware, dairy supplies, ladders and fan belts, Charles Palmer, store manager, reported. Douglas Forest manages an outdoor garden store on the premises.

"The bulk of our business is feed, of course, but these garden and farm store items bring in a lot of trade also. At some of our locations we have expanded these store lines to include refrigerators, pet foods and hot water heaters. We are constantly experimenting with lines which we think we can sell at these stores," said Mr. Button.

New Credit Policy

Richer recently announced a new credit policy, which is favorably received by most customers. Patrons were urged to take advantage of a 2% discount on 30 day payments. Henceforth, the firm said, a 1% charge will be made monthly on all accounts over 60 days old.

"First let us review the fact that our credit service is one of accommodation only, for a 30 day period, and not to be used in place of bank or other types of financing," a letter to customers explained.

Each store-mill has a manager, who works on salary plus commission and usually has one or two employees, who work at the mill and deliver custom-mixed feeds. Many farmers pick up their custom feed.

Company president is John Richer, and I. Richer Mitchell is vice president. Secretary-treasurer is C. H. Mitchell.

ETHER IN FEED EXPLODES

BATON ROUGE, LA.—Ether used in a poultry feed experiment exploded in a Louisiana State University laboratory, burning Donald Norgan, 21, who was conducting the test, on both hands.

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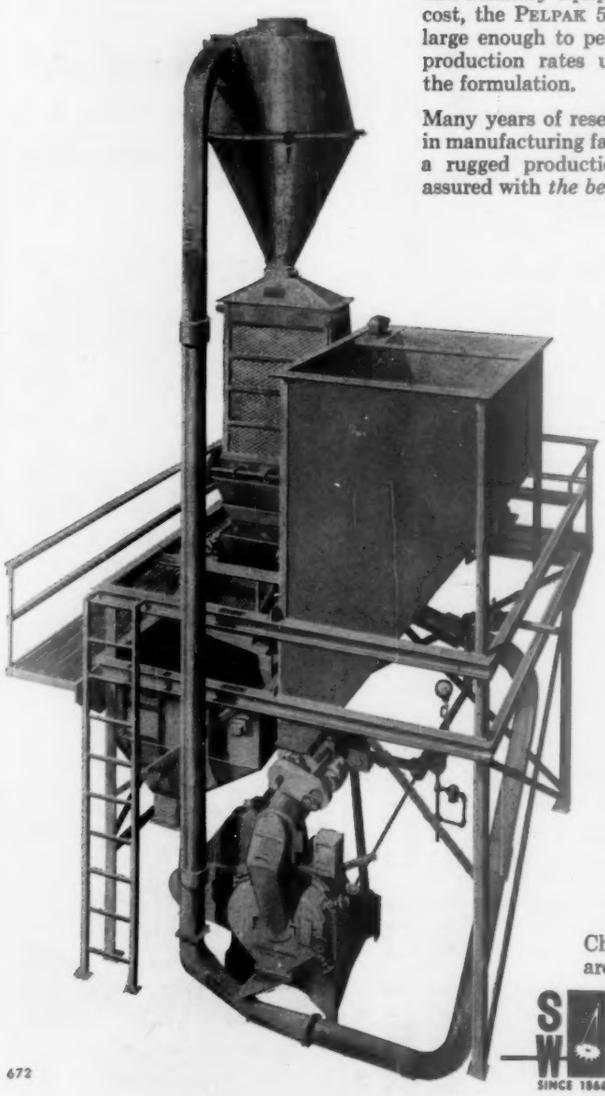

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